Pre bid queries

Name of the Bidder: __Ipsator Analytics Private Limited

SN	Name and Official Address	Contact No.
1	Harshitha SM	Mob : 8861719956 Email: harshitha.sm@ipsator.com

SN	Clause Reference and Title	page number	Clause Description	Change Requested/ Clarification required	Reply
1	17.Technical Proposal	19	a)Number of applica□on development Projects completed by the bidder meeting any one of the following Criteria: •>=10 Projects •>=8 Projects and <10 Projects •>=5 Projects and <8 Projects	We have prior experience executing similar projects across India, including design, development, deployment, hosting, and operations & maintenance. **We kindly request relaxation of this criterion** by reducing the required number of projects and placing greater emphasis on the overall project value.	**RFP Clause Prevails**
2	17.Technical Proposal	20	b)Development and maintenance of at least one application for commercial Asset management in any Road Transport Corporation in India	We possess strong and relevant project experience, including successful execution & Go-live of projects such as I**RCTC e-Catering, Karnataka Tourism, IRCTC Lakshadweep and Heliyatra projects,** in which demonstrate our technical capability and proven credentials. We kindly request you to consider this as eligible projects.	**RFP Clause Prevails**
3	17.Technical Proposal	20	c)Availability of Security Audit Certificates for the Projects in last 3 financial years •>=6 Projects •>=4 Projects and <6 Projects •>=1 Projects and <4 Projects	We kindly request you to provide **relaxation** on this criteria.	**RFP Clause Prevails**
4	Team Deployment	General Query	Technical team strength	As the RFP does not explicitly mention the **resource deployment requirements,** we kindly request you to provide further details. To support effective tendering..	**To maintain the application in all aspects one technical Spoc to be deployed till end of tenure**
5	EMD	General Query	The RFP mentions that EMD exemption is not allowed.	**As per GFR 2017, Rule 170,** Bid Security (also known as Earnest Money) is to be obtained from bidders, except Micro and Small Enterprises (MSEs) as defined under the MSE Procurement Policy issued by the Department of Micro, Small and Medium Enterprises (MSME).	**RFP Clause Prevails**

MSQUBE TECHNOLOGY SOLUTIONS PRIVATE LIMITED.SOLUTIONS PRIVATE LIMITED.					
Name of the bidder: Soumik Roy			**e-Mail : soumik.roy@msqube.com**		**Tel : 8777728976**
1	4. Technical Requirements	67	Selected bidder shall be responsible for integrating with the existing and futuristic IT projects as required by BMTC.	How many interfacing applications are in scope for integration? What integration patterns we should consider?	**The exact number of interfacing applications will be finalized during the detailed requirement analysis phase. However, it is expected that multiple internal and external systems (such as core business applications, third-party services, and legacy systems) will be part of the integration scope.**
				Can we get an idea of count of assets under different types like stalls, ATMs, towers, ads, parking, etc	**As on 31st March, there are 488 commercial establishments, and the number may vary from month to month.**
2	Section 4 – Functional Requirements	64		What licensing models are currently followed? Are they different for each asset type?	**04 types will be finalized during the detailed requirement analysis phase.**
3	Section 8 – Data Migration	70		Please share details around volume of data, number of DB objects for migration.	**"to be designed and developed"**
4	6. Application and Data Security	73		What user roles and access levels are envisaged for asset licensing workflows?	**will be finalized during the detailed requirement analysis phase.**

Antares Systems Limited					
Tel: 9606921010/9606921020			**Fax:**	**e-Mail:mail@antaressystems.com/ harshbg@antaressystems.com**	
1	15. PreQualification Criteria	16	The Bidder should have valid certificates related to: ISO 9001:2015 or higher Quality Management ISO 20000-1:2018 or higher IT - Service Management ISO 27001:2013 or higher Information Security Management System	In software development tenders of this nature, ISO 9001:2015 and ISO 27001:2022 are standard. CMMi is a more relevant benchmark for software process maturity. This change will ensure the department attracts experienced software firms while maintaining high quality. Utilizing the State Data Center is significantly more costeffective and provides a highly secure, standardized infrastructure compared to third-party hosting, leading to better fiscal management for the department. Strict eligibility clauses may limit healthy competition. Moving this to the QCBS marking system allows the department to benefit from a wider pool of bidders and achieve the "Best Price Benefit," while still rewarding firms that hold these certifications with additional marks. **Hence request to drop ISO 20000-1:2018 from eligibility Certeria.**	**RFP Clause Prevails**

2	17. Technical Proposal	19	b) Development and maintenance of at least one application for commercial Asset management in any one road Transport Corporation in India	It is observed that the existing criteria, along with the marks allocated may significantly limit participation. Under the current framework, only one or two service providers may qualify and submit bids, which could result in higher quoted rates due to restricted competition. Which will be Overpricing to Department In the interest of promoting fair competition and ensuring optimal utilization of public funds, it is requested that the eligibility criteria and evaluation parameters be reviewed and suitably modified. This would encourage broader participation from capable service providers and likely result in more competitive pricing. Hence, request to modify the clause as "Development and maintenance of at least one application for commercial Asset management in any Government Department/Ministry/PSU in India	**RFP Clause Prevails**
3	4. Technical Requirement S	66	6. The entire application shall be hosted on reputed Cloud Services Platform equivalent to Tier3 or above Data Center, empanelled by MeitY, Government of India with required hardware & software resources, internet bandwidth etc., duly bearing all the costs, with scalability and meeting all the SLAs. All services including data shall however be guaranteed to reside in India	Since BMTC is Government of Karnataka Enterprise, we suggest to Utilize the State Data Centre. Utilizing the State Data Center is significantly more costeffective and provides a highly secure. standardized infrastructure compared to third-party hosting, leading to better fiscal management for the department. Furtehr the same is also STQC certified were in all the Major software of Government of Karnataka is hosted in the State Data Centre. Hence request BMTC to drop this Technical requiremnt and relax to " Using State Data center or Any Data center certified by STQC"	**RFP Clause Prevails**
Draemstep Software Innovations Pvt Ltd					
Tel: 9347662720				**e-Mail: ksurapaneni@dreamstep.in**	
1	9. Responsibilities of Successful Bidder	30	Along with Entire Source code, All Software's, Licenses, Subscriptions, SSL Certifications and all other related software documents for execution of application also to be handed over to the BMTC.	We kindly request you to relax the condition regarding submission of the source code, as the proposed solution is being offered under a licensed model.	**Submission of source code is exempted If the Proposed solution/ application is offered under a licensed model.**

2	II. General Conditions of Contract 4. Performance Bank Guarantee	87	An amount equal to 10% of the Estimated Total Contract Value to be submitted as Bid Security	We kindly request you to consider reducing the Performance Bank Guarantee (PBG) requirement from 10% to 2.5%, in order to facilitate broader participation and ease the financial burden on bidders.	**RFP Clause Prevails**
3.				Whether the successful bidder is required to deploy IT resources at BMTC premises? If yes, kindly specify the number of resources to be deployed, deployment period. and their designations	**To maintain the application in all aspects one technical Spoc to be deployed till end of tenure**
3N INFOTECH					
Mob No : 9663322430				**e-Mail: 3ninfotech.hbl@gmail.com**	
1	Pre- Qualification Criteria	Pg-16	The Bidder should have minimum average annual turnover of INR 100 lakhs. for any three (3) financial years, out of preceding last five (5) audited financial years (2019-20, 2020- 21, 2021-22, 2022-23, 2023- 24). The bidder shall submit the Audited financial statements for last five (5) financial years. The Bidder shall also submit the Certificate from the Chartered Accountant/ Statutory Auditor on turnover details over the last five (5) audited financial years.	Minimum Average annual turnover of 50 lakhs for any three (3) financial years….. OR Minimum Average annual turnover of 65 lakhs for any three (3) financial years…. 2024-25, 2023-24, 2022-23	**Refer Addendum**
2	Tender Information	Pg-5	Last date and time for bid submission/ uploading of Bid	Request to extend Last Date by 8-10 Days	**The bid submission deadline has been extended till 21st May 2026.**
3	Technical Proposal	Pg-21	a) Availability of Security Audit Certificates for the Projects in last 3 financial years >=6 Projects >=4 Projects and =1 Projects and	Request to consider Safe To Host Audit Certificate. And restrict No of Projects to Maximum 2 or More >=2 Projects	**RFP Clause Prevails**